

THE STALLION INSIDER

Client Quarterly Newsletter

2024 Edition #2

August 2024



Mining and Energy Security Solutions



Technology Solutions




Specialised Solutions



Cleaning and Hygiene Solutions



Health and Safety Solutions



Remote Site Monitoring



Guarding Solutions



Armoured Solutions



Fire Suppression



STALLION
Integrated Solutions

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FROM THE DESK OF BRAD SOEKOE

Reflecting on Our Journey and Embracing the Future

Dear Valued Clients,

As we step into the new financial year, I am excited to share the significant milestones and achievements from the last quarter, a period that has not only marked a pivotal transformation for our company but also solidified our commitment to delivering unparalleled service excellence. Over the past 6 Months, Stallion has undergone a fundamental transformation and rebranding that reflects both the changing needs of our clients and the evolving landscape of the industries we serve. Historically known as Stallion Security, we have been synonymous with high-quality security services, with our core strengths lying in guarding and technology. However, as we have grown and diversified, it became clear that our identity needed to evolve to encapsulate the broader spectrum of services we now offer.

Our rebranding to Stallion Integrated Solutions has been necessitated by two primary factors:

- 1. Expansion Beyond Security:** While security remains a cornerstone of our business, we have expanded our offerings to include services such as cleaning and hygiene, and health and safety solutions. This expansion is not just about adding new services to our portfolio; it's about becoming a one-stop solution for our clients' operational needs, providing them with a comprehensive range of services under one roof.
- 2. Tailored Client Solutions:** The shift from providing a single service to delivering tailored, integrated solutions is at the heart of our rebranding. We understand that each client has unique needs and challenges. By offering a suite of integrated services, we can customize our solutions to meet these needs more effectively, enhancing the overall value we provide.

As we reflect on the last quarter, I am pleased to report that our strategic initiatives are already yielding positive results. The growth we have achieved in various regions and sectors is a testament to the dedication and hard work of our team, as well as the trust and loyalty of our clients. One of the standout successes of the last quarter has been the growth in our guarding and technology services, particularly in the KwaZulu-Natal and Western Cape regions. These regions have always been vital to our business, and we have focused on strengthening our presence and enhancing the services we offer there. In KwaZulu-Natal, we have seen a significant increase in demand for our integrated security solutions, which combine physical guarding with advanced technology. This approach not only provides better security outcomes for our clients but also positions us as a leader in innovation within the security industry. Similarly, in the Western Cape, our technology-driven security solutions have been met with great enthusiasm. The successful implementation of these solutions has led to increased client satisfaction and a growing reputation for Stallion as a forward-thinking provider of security services. Our health and safety division, Msheq, has also had a remarkable quarter, landing a substantial auditing contract with one of the largest retailers in the country. This contract requires 10 full-time auditors who will be responsible for conducting store-to-store health and safety audits nationally.

This achievement is not only a significant win for Msheq but also a reflection of our growing expertise and credibility in the health and safety sector. The scale of this contract speaks volumes about the trust our clients place in us and our ability to deliver high-quality, reliable services. It also underscores the importance of health and safety in today's business environment, where ensuring the well-being of employees and customers is paramount. In addition to our successes in security and health and safety, our hygiene services have also seen impressive growth. We have secured our largest hygiene contract to date, which involves the deployment of over 1,000 units across one large campus. This contract not only expands our footprint in the hygiene sector but also reinforces our position as a provider of comprehensive, integrated solutions that address a wide range of client needs.

FROM THE DESK OF BRAD SOEKOE

Reflecting on Our Journey and Embracing the Future

As we launch into our new financial year, we are building on the momentum of the last quarter with a renewed focus on excellence and continuous improvement. Our annual company drive for this year is named "Good to Great," reflecting our commitment to pushing beyond the status quo and striving for greatness in everything we do. A key component of our strategy for the first quarter of the new financial year is to go back to basics. We believe that excellence starts with mastering the fundamentals, and we are putting a special emphasis on ensuring that we continue to deliver the basics with precision and excellence. This approach is not about returning to square one, but rather about reinforcing the strong foundation upon which we build our innovative and integrated solutions.

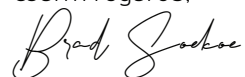
Our core values of urgency, accountability, excellence, and integrity will guide us in this endeavour. By holding ourselves to these standards, we ensure that every action we take and every service we deliver is aligned with our brand promise of creating confidence for our clients. In a fast-paced and ever-changing world, standing still is not an option. We understand that what is considered great today may only be good in a month and average in a few months' time. This understanding drives our commitment to the principle of constant and never-ending improvement. We are focused on continuously raising the bar, not just for ourselves but for the entire industry. Whether through adopting new technologies, refining our processes, or enhancing our service offerings, we are always looking for ways to improve and provide even greater value to our clients.

An essential aspect of our journey from good to great is listening to our clients and using their feedback to guide our improvement efforts. I am pleased to report that the response to our annual service evaluation rating has been overwhelmingly positive, with participation increasing from 9% to 18%. The improvement in our overall rating—from 7.6 out of 10 in 2023 to 8.2 in 2024—reflects the strides we have made in service delivery. Additionally, the reduction in poor scores (those less than 7) from 18 clients to 13 is a clear indicator that our efforts to enhance service quality are resonating with our clients. This feedback is invaluable to us as it not only highlights areas where we are succeeding but also identifies opportunities for further improvement. It is through this continuous dialogue with our clients that we can ensure we are meeting—and exceeding—their expectations.

As we move forward into the new financial year, I want to take this opportunity to express my deepest gratitude to all our clients. Your trust and support have been instrumental in our growth and success, and we do not take this for granted. To our existing clients, thank you for your continued loyalty. Your confidence in Stallion Integrated Solutions drives us to strive for excellence every day. To our new clients, welcome to the Stallion family. We are excited to partner with you and are committed to delivering the high level of service excellence that our brand stands for. We look forward to working closely with you to understand your unique needs and to provide solutions that not only meet but exceed your expectations.

As Stallion Integrated Solutions continues to evolve and grow, we remain steadfast in our commitment to delivering integrated, tailored solutions that create confidence and add value for our clients. The successes of the last quarter have set a strong foundation for the year ahead, and we are more energized than ever to build on this momentum. The road ahead is filled with opportunities, and we are ready to seize them with the same dedication and passion that have brought us to where we are today. Together, with our clients, we will continue to push the boundaries of what is possible, ensuring that Stallion Integrated Solutions remains at the forefront of service excellence and innovation. Thank you for being a part of our journey. Here's to a successful and prosperous year ahead.

Warm regards,



CEO, Stallion Integrated Solutions

MSHEQ's Innovative VR Health and Safety Training Showcased at Employee Health and Wellness Day

At MSHEQ Health and Safety Consultants, we are dedicated to revolutionizing workplace safety and employee well-being. Recently, we had the pleasure of attending an employee Health and Wellness Day, where we showcased our innovative Virtual Reality (VR) Health and Safety training. This event was not just an opportunity to connect with employees; it was a testament to our commitment to going beyond traditional health and safety services.

This not only shows that MSHEQ assists with basic compliance, but also that creativity and innovation runs through our veins. We are dedicated to revamp and remap safety in the workplace and invite everyone to elevate their journey to safety and compliance.

After all, we're about people. No pretence, just simple compliance.



Exciting Updates: Fleet Clearance Sale, New Retail Launch and Training Milestones at ArmourIT Africa

Dear Valued Clients and Partners,

Welcome to our August edition of the ArmourIT Africa newsletter. We have some exciting updates to share with you as we continue to innovate and expand our services to meet your needs.

Fleet Clearance Sale

As part of our ongoing commitment to excellence, we are revamping our fleet. It's out with the old and in with the new! This is your chance to take advantage of our fleet clearance sale and secure exceptional armoured vehicles at special rates. Don't miss out—get in touch to see what exclusive offers we have available. Existing Stallion clients qualify for additional discount, over and above the discounted pricing.

Expanding into the Retail Market

We're thrilled to announce that ArmourIT Africa is now live on the AutoTrader platform! This move allows us to reach a broader audience and offer our high-quality armoured vehicles directly to the retail market. Whether you're looking for personal security or corporate fleet solutions, you can now find our offerings on one of the most trusted automotive marketplaces.

New Partnerships and Training Milestones

Our team has been hard at work, and we're proud to share that they have successfully completed their training for Cash-in-Transit (CIT) and Non-Discreet armouring solutions. We've already completed several builds, with some vehicles heading straight from our workshop to serve a Specialised Solutions client contract. This marks a significant milestone in our ability to tackle diverse armouring challenges and deliver tailored solutions with confidence and expertise.

Looking Ahead

We remain committed to our mission of providing top-tier armoured vehicle solutions that ensure the safety and security of our clients. With our ongoing expansion and new partnerships, we are more equipped than ever to meet the unique demands of our clientele. Stay tuned for more updates and opportunities to engage with us.

Thank you for your continued support and trust in ArmourIT Africa. Together, we are driving forward the future of security and safety on the roads.

Best regards,

Hendrik Combrinck | General Manager, ArmourIT Africa

Exciting Updates from Stallion Mining and Energy Security Solutions

Dear Valued Partners and Clients,

I am thrilled to share some significant developments at Stallion Mining and Energy Security Solutions. Our commitment to excellence and innovation continues to drive our success, and I am pleased to highlight the following milestones:

New Offices in the Northern Cape, Kathu

We are excited to announce the opening of our new offices in Kathu, Northern Cape. This expansion represents a strategic move to enhance our presence and support within this vital region. Our new location allows us to better serve our clients, offering more accessible and efficient service delivery.

Enhanced Support Structure with Logistics Hub

To further strengthen our operations, we have established a comprehensive logistics hub within the Northern Cape. This enhancement ensures that we can meet the growing demands of our clients with improved speed, reliability, and efficiency. Our logistics hub is designed to support seamless operations, making it easier for us to deliver on our promises of service excellence.

Securing a Long-Term Contract with a Leading Renewable Energy Company

In a landmark achievement, we have secured a long-term contract with one of the largest renewable energy companies in South Africa. This partnership includes securing the largest solar farm in the energy sector, underscoring our capability and commitment to tailor-made integrated security solutions. This contract not only marks a significant milestone for Stallion but also reinforces our position as a leader in the energy security sector.

Successes in the Mining Sector

Our dedication to providing top-tier security solutions has resulted in numerous successes within the mining sector. We are proud to share that we have received multiple reference letters from various clients, all praising our service excellence and reliability. These testimonials are a testament to our unwavering commitment to delivering outstanding results.

As we continue to grow and evolve, we remain focused on our mission to provide innovative, reliable, and efficient security solutions tailored to the unique needs of the mining and energy sectors. Thank you for your continued support and partnership. We look forward to achieving even greater success together.

Warm regards,

Frank Naude | Managing Director - Stallion Mining and Energy Security Solutions



Celebrating Our Success at Securex 2024



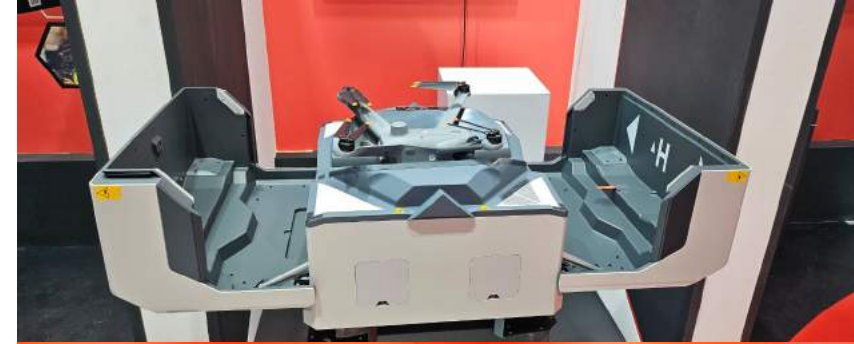
We are thrilled to announce our successful participation at Securex 2024

We are thrilled to announce our successful participation at Securex 2024, the premier security trade show held this year at Gallagher Estate in Midrand. The event brought together industry leaders, experts, and professionals from around South Africa. Securex is recognised as Africa's largest destination event for the security industry and provides exhibitors with the opportunity to interact with a large proportion of their target market all under one roof.

Securex 2024 provided an excellent platform for networking. We had the opportunity to connect with potential clients and key stakeholders. Our team of experts was on hand to provide detailed information and insights about our offerings.

We engaged in meaningful discussions with attendees, addressing their specific security needs and how our solutions could be tailored to their specific requirements.

Thank you for your support, and we look forward to seeing you at Securex 2025.



Explore our related blog posts on the Stallion website for more insights and updates



Specialised Security



Read the Blog



Surveillance with AI



Read the Blog



Stallion Drone Technology



Read the Blog



Health and Safety Technology



Read the Blog



Celebrating Nelson Mandela Day 2024



Transforming the Mandela Children's Hospital Play Area

On Mandela month, our dedicated staff came together at the Mandela Children's Hospital with a shared vision of creating a brighter, more joyful environment for the young patients. This year we decided to give back to the Mandela Children's Hospital and our focus was on revitalising the children's play area—a space crucial for both their emotional well-being and recovery.

The mission was clear: to infuse the play area with vibrant colours and renewed energy, making it a more welcoming and cheerful place for the children. Our team of volunteers, embodying the spirit of giving back to the community, rolled up their sleeves and set to work with enthusiasm and creativity.

The transformation began with the application of fresh, bright paints that adorned the tables, chairs and play equipment. Each brushstroke and colour choice were made with the intention of creating a space where children could momentarily escape their health challenges and immerse themselves in joy and creativity.

Our staff's dedication went beyond the physical labour; it was a heartfelt commitment to enhancing the quality of life for the young patients, reinforcing the hospital's mission of compassionate care.

Mandela month is a reminder of the power of collective action and the importance of giving back. By transforming the play area, we are not only honouring Nelson Mandela's legacy of service but also showing that every act of kindness, no matter how small, contributes to a greater good.

We are immensely proud of our team's efforts and grateful for the opportunity to make such a meaningful impact. It's a vivid illustration of how thoughtful, collective action can bring about positive change, and we look forward to continuing this spirit of giving in all that we do.

Thank you! to our MANCO and Social committee... we salute you





STALLION

Integrated Solutions

SAVE THE DATE TECHNOLOGY DAY



VENUE

The Venue at the Houghton
Lloyds Ellis Avenue, Johannesburg



DATE & TIME

Thursday | 31 October 2024
12:30 to 16:30 – Exhibition / 16:30 to 19:00 – Networking

WELCOME TO THE STALLION FAMILY

Stallion's Latest Start-Up Sites



Welcoming Medallion Mushroom to the Stallion Family



Welcoming Woodmead Super Value to the Stallion Family



Welcoming Supreme Spring to the Stallion Family



Welcoming MIFA Industrial Park to the Stallion Family



Welcoming Ampath Laboratories to the Stallion Family



Welcoming Woodmead Square to the Stallion Family



Welcoming Wispeco Aluminium Alrode to the Stallion Family



Welcoming Mafadi Property Group Salmon Grove to the Stallion Family

CLIENT TESTIMONIALS

Our Clients Share Their Experience with Stallion

Commendation for Outstanding Service by Stallion

I am writing to commend Stallion Security for the outstanding and professional service provided over the past two months. The dedication and commitment demonstrated by your team have been exemplary and greatly appreciated.

In particular, I would like to highlight the exceptional performance of the following guards: Mhleka, Mtshaeza, Thul, and Phula. Their commitment and dedication to their duties have been evident in their daily work, and they have consistently gone above and beyond in their responsibilities. Their professionalism and diligence have not gone unnoticed and have made a significant positive impact...

Larry Levenberg | H O D Estate Management - Western Cape



Unwavering Commitment and Exceptional Service

I just wanted to take this opportunity to extol the excellent supervision, pro-activeness, communication and sense of awareness and responsibility shown by Hendrick at Mifa. This officer takes his job seriously and he marshals the rest of team with the kind of passion and professionalism I would like to see on a daily basis. He really adds value and I must commend him.

Regards, Dennis Mathebula | Portfolio Facilities Manager at Redefine Properties



Exceptional services provided by The Stallion Group

I am writing to express my utmost satisfaction and appreciation for the exceptional services provided by The Stallion Group in their role as the Hirsch's (Gauteng) security service provider.

Stallion has been instrumental in ensuring the safety and security of all Hirsch's stores. Their services are not limited to commercial properties; they have also extended their exceptional security solutions to our residential properties when required, demonstrating their versatility and comprehensive approach to security management.

Nico De Sutter | Group Property Manager & Site Operations at Hirsch's



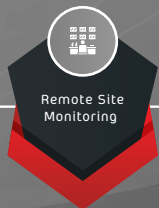
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